

Message Text

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PAGE 01 STATE 178190

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R 290230Z JUL 75

FM SECSTATE WASHDC

TO AMCONSUL OSAKA KOBE

UNCLAS STATE 178190

E.O. 11652: N/A

TAGS: BEXP, JA

SUBJECT: LICENSING SEWAGE TREATMENT PLANT

REF: OSAKA KOBE'S L305, 7/19/75

1. COMMRCE'S OVERSEAS PRODUCTS AND INVESTMENT OPPORTUNITIES STAFF(OPIO) DELIGHTED LEARN HITACHI-PEABODY GALION NEGOTIATIONS PROCEEDING SMOOTHLY. WE BELIEVE LICENSING AGREEMENT WOULD HIGHLY BENEFIT BOTH COMPANIES. PEABODY GALION VERY INTERESTED IN ENTERING JAPANESE MARKET.

2. OPIO STRONGLY SUGGESTS HITACHI FOLLOW THROUGH COMPLETELY WITH PEABODY GALION BEFORE TURNING OTHER POSSIBILITIES. AS REPORTED EARLIER CABLES, OPIO FOUND LEADING U.S. SEWAGE EQUIPMENT MANUFACTURERS ALREADY REPRESENTED JAPAN. PEABODY GALION EXCELLENT FIRM WITH DIVERSIFIED ACTIVITIES IN ENVIRONMENTAL, POLLUTION CONTROL SYSTEMS. INGERSOLL

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